

The Helen Delich Bentley Port of Baltimore

MAY/JUNE 2009

Cruisin'

Year-Round Schedule Heats Up



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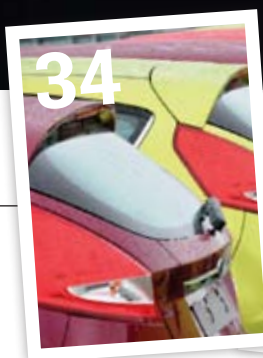
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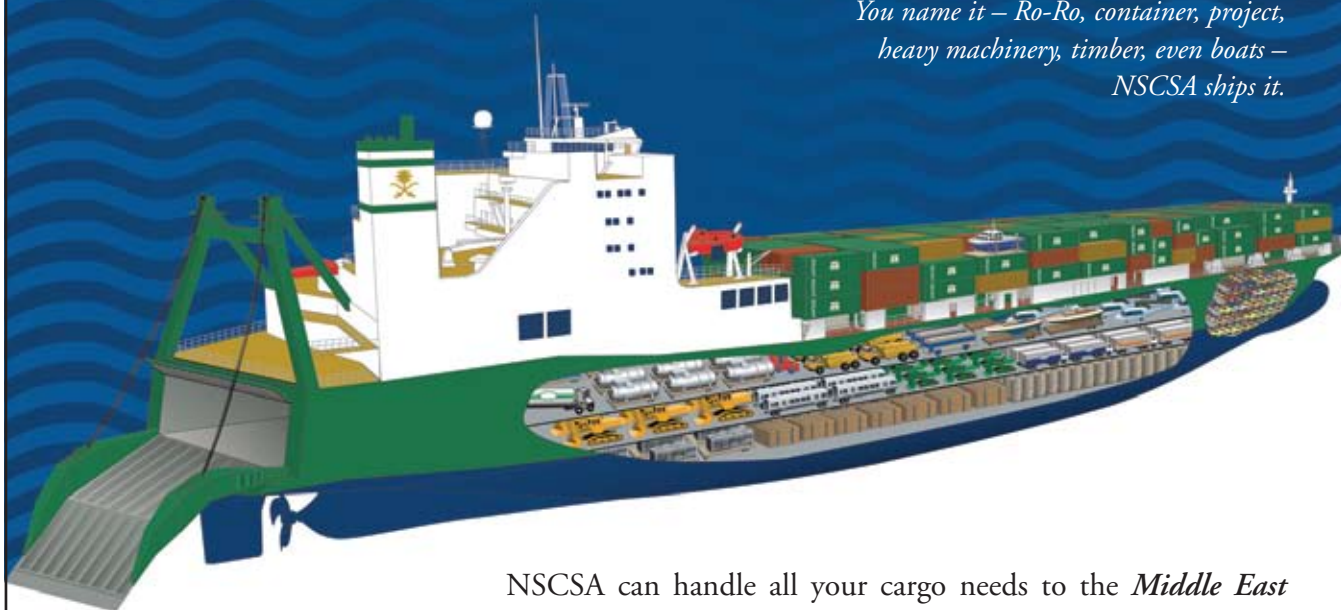
A Heavy-Metal Pioneer

COVER: A Carnival atmosphere surrounded the beginning of the Port of Baltimore's 2009 cruise season in April. Four cruise providers are part of the Port's new year-round schedule. Photography by Bill McAllen.

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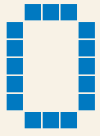
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Cruising Right Along

 n April 27, the eyes of the cruise industry were upon the Port of Baltimore as the *Carnival Pride* was welcomed with open arms to our state, city and port. After approximately 40 years of being a seasonal cruise port, the Port of Baltimore took a giant step forward and elevated its international cruise profile with the first cruise under its new year-round program.

More than 2,200 cruise passengers sailed out of the MPA's Cruise Maryland terminal bound for the beautiful Bahamas. Before the ship departed for warmer waters, Carnival hosted a kickoff event onboard its "fun ship." The event and the particular day helped me to reflect back on just how far the Port of Baltimore has come in its cruise business.

For most of the last 40 years, cruising from Baltimore meant that passengers would sail from a temporary cruise terminal located inside an active, working marine terminal. This all changed in 2006, when the MPA converted a former paper warehouse located right off the East Coast's major highway into a cruise terminal. The cruise industry was loud and clear in recommending that we not build a Taj Mahal of a cruise terminal. We simply needed a basic, functional and comfortable building to keep passengers until their ship welcomed them aboard. That advice paid off last year when we were awarded Royal Caribbean's "Best First Turn" award, which recognizes a passenger's pre-board experience, such as terminal location and accessibility, parking and security.

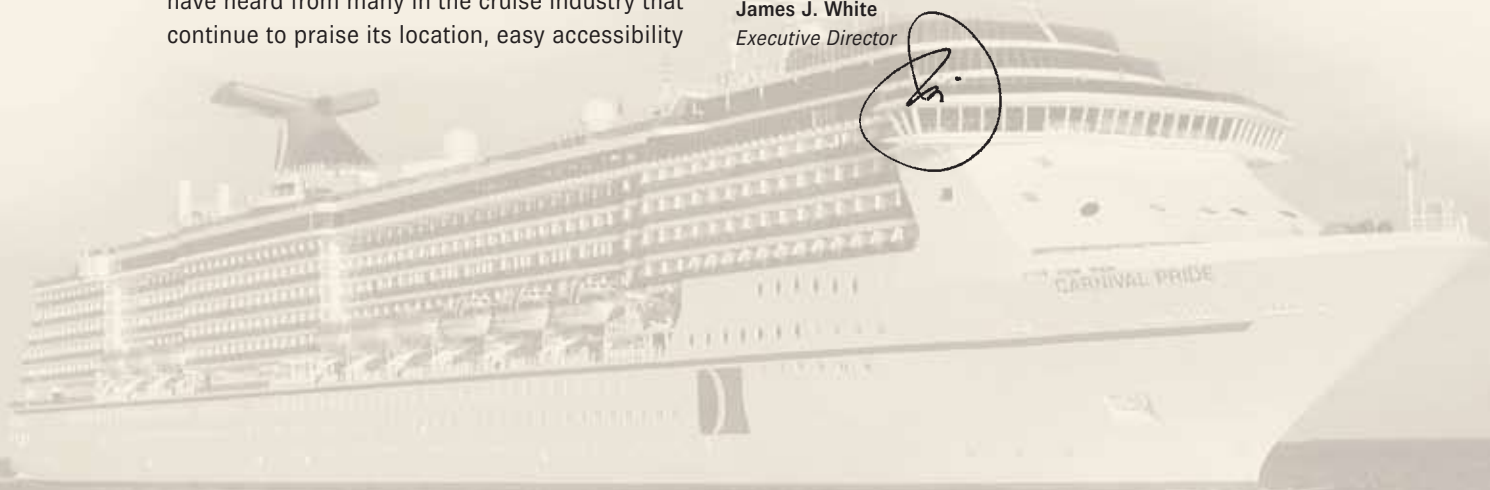
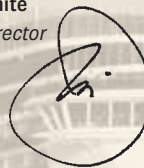
Since the Cruise Maryland terminal opened, we have heard from many in the cruise industry that continue to praise its location, easy accessibility

and professionalism of the operations personnel that work there. Being located alongside Interstate 95 with plenty of onsite parking and a very short walk to the ship has proved to be a winner. In 2006 and 2007, Baltimore was served by one cruise line. Last year we had two. For the last four years, Baltimore has averaged about 27 cruise calls per season. This year, we welcome four cruise lines and 79 cruises total.

Our marketing department has taken the lead in attracting this increased business. In addition to the cruise terminal itself, they are able to point out this area's strong and affluent consumer base and Baltimore's location of being just a few hours' drive for tens of millions of people. In helping us to secure Carnival, we were also fortunate to receive some help from Gov. Martin O'Malley. The Governor placed a call to the CEO of Carnival, which ended up sealing the deal for us. Mission accomplished.

We are not preparing 2009 to be a one-hit wonder for cruising. In fact, next year we will have at least 92 cruises departing our Port, helped greatly by the recent announcement by Royal Caribbean that they too will offer year-round cruises. Cruising from the Port of Baltimore last year generated about \$63 million along with 724 direct, indirect and induced jobs. This year, we expect impacts of \$152 million and 1,550 jobs. In short, cruising means more economic dollars to our state and more jobs. During these times of economic uncertainty, that is reassuring to many people.

James J. White
Executive Director



SOUNDINGS

The happenings in and around the Port

NEWSMAKERS

Deere in the Spotlight

Driving his new John Deere S690i Hillmaster combine off the assembly line in East Moline, Ill., and onto a ship at the Port of Baltimore were just two highlights of what might be called "Iain Crawford's American Adventure." Crawford, a British farmer and John Deere customer since 1979, traveled to the equipment manufacturer to participate in its "Gold Key" customer appreciation program, and at the same time, had a rare trip along the supply chain.

His unique journey to the United States began in East Moline, where he visited the John Deere Harvester Works. He had an opportunity to see his machine being built and was able to start a newly assembled combine for the first time.

"As an owner/operator, it is brilliant to be able to see just how these machines are put together," said




Gold Key customer Iain Crawford.

Crawford. He also traveled to the John Deere Waterloo Works in Iowa, where he test-drove a tractor which is set to be shipped later this year to his 1,500-acre farm in Felstad, Essex.

Then Crawford and his John Deere combine climbed aboard one of Tennant Truck Line's big rigs and made the 850-mile trip to Dundalk Marine Terminal to meet the Wallenius Wilhelmsen ship *Tomar*. Crawford thoroughly enjoyed the trip with owner and driver Bob Tennant, complete with CB chatter and truck stops.

Once in Baltimore, Wallenius Wilhelmsen Logistics (WWL) and the Maryland Port Administration rolled out the red carpet for Crawford. He toured the port and the city, and then drove his new harvester onboard, destined for Southampton, England.

"Wallenius Wilhelmsen has a really world-class processing facility here in Baltimore," said Crawford during his visit in mid-March. "These are very sophisticated pieces of equipment and, as a customer, it is very impressive to see the attention to detail that John Deere, WWL, Ports America as stevedores and the longshoremen give the equipment coming through the Port." 


NEWSMAKERS

ACL's Poltrack Becomes VP Terminal Operations

Michael Poltrack, who represented Atlantic Container Line for several years at the Port of Baltimore, has been appointed ACL's Vice President Terminal Operations.

Poltrack joined ACL in 2000 as an Operations Manager in Baltimore, and in 2007 was appointed General Manager Terminal Operations, Baltimore. The following year, Poltrack relocated to New Jersey with his wife and three children, and was then promoted to General Manager Marine & Terminal Operations.

As Vice President Terminal Operations, Poltrack is responsible for all ACL terminal operations in North America and Europe.

Prior to joining ACL, which is a company within the Grimaldi Group of Naples, Italy, Poltrack was with the Operations Department of ITO and P&O Ports. 





EVENTS

Sponsors Help Women in Maritime History Event Celebrate 10 Years

With a theme of "Looking Back, Reaching Forward," the 10th Annual Women in Maritime History Event fulfilled its promise to celebrate the past and focus on the future.

Surrounded by a distinguished panel of previous "Woman of the Year" honorees, Barbara McMahon was introduced as keynote speaker. In the position of Maryland Port Administration (MPA) Safety, Environment and Risk Management Manager, McMahon is "leading the agency toward truly being a 'green port,' " according to MPA Deputy Executive Director M. Kathleen Broadwater.

The Women in Maritime History Event, held in March at the Sparrows Point Country Club, benefited from the support of several Gold and Silver Sponsors. 🌐

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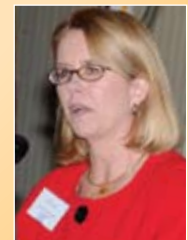
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	Women's Traffic & Transportation Club of Baltimore

The MPA's Rebecca Barber and Mary Jane Norris were co-chairs of the event, with Barbara Leight serving as moderator.

10th Anniversary Women in Maritime History Event



PHOTOGRAPHY BY BILL MCALLEN

NEWSMAKERS

MPA Executive Director Recognized as Global Business Leader

Maryland Port Administration Executive Director James J. White has been named one among seven recipients of this year's Maryland International Business Leadership Award, presented by the World Trade Center Institute (WTCI).

White accepted the honor on behalf of the "outstanding men and women that I am privileged to work with."

"Since I arrived at the MPA in 1993, we have worked very hard to elevate the international profile of the Port of Baltimore," continued White. "Our success is directly related to a teamwork-first approach that transcends all elements of our organization."

During the selection process, WTCI officials heard high praise of White's global

leadership skills from business associates.

"Jim White is simply the best port director in the country, if not the world," said Andrew J. Abbott, President/CEO of Atlantic Container Line (ACL). "He is not a bureaucrat who tells you what you want to hear and forgets what he promised you on the way out the door. Jim is a talented businessman who is always there to help you expand your business in Baltimore. His integrity, sincerity and intelligence are unequaled in this business."

According to Wesley Brunson, President of Evergreen Shipping Agency (America) Corp., "Jim's hands-on expertise, combined with his welcoming personality, makes him such a valuable asset to the Maryland Port Administration."



Gov. Martin O'Malley and James J. White.

Winners of the Maryland International Business Leadership Award were formally announced in March during the WTCI's 13th annual gala, which also celebrated Maryland as an international cruise port. Other leadership award recipients represented such fields as medicine, technology, food service and aircraft systems manufacturing. 🌐

WTCI's work benefits more than 2,500 Maryland firms that take advantage of the Baltimore-based institute's international business programs and extensive global network.



KATHY BERGEN SMITH

EVENTS

Traffic Club Trumpets LoBianco at Annual Dinner

The Port of Baltimore community gathered in a glittering celebration of one of its own during the

96th Annual Traffic Club of Baltimore Dinner in March. This year's "Person of the Year" was Louis J. LoBianco, a man acknowledged as a catalyst for Baltimore's success in breakbulk and roll-on/roll-off (RO/RO) cargo.

Port consultant and former U.S. Rep. Helen Delich

Bentley served as emcee to the gathering of almost 300 attendees at Martin's West in Baltimore, humorously honoring LoBianco's reputation for hard work and integrity by chiding him about the fact that she could not come up with any funny stories about him.

LoBianco came to the Maryland Port Administration (MPA) in 1977 after a career at Western Maryland Railway Company and Terminal Shipping Company/Penn-Maryland Steamship Corporation. He worked actively to promote the Port of Baltimore around the world both professionally (with the MPA's Sales and Marketing Division) and through his involvement with many port-related civic organizations, including the Traffic Club and Propeller Club of Baltimore. He continues to support the community even after his retirement in 2008.

Traffic Club President Mike Bucolo and attendees enjoyed a night of black-tie-optional dining and dancing, with proceeds going to local charities and the club's scholarship fund. 🌐

MILITARY



KATHY BERGREN SMITH

Navy's New High-Speed Landing Craft Launched

The Navy Operational Support Center in Baltimore received the first of two new high-speed landing craft in early April. The 40-foot aluminum boat was trucked from Kvichak Marine Industries in Seattle, Wash., to the Port of Baltimore's North Locust Point Marine Terminal. The boat was picked off the truck and launched by crane under the watchful eye of both active-duty personnel and Naval Reservists.

The boat is one of the U.S. Navy's new Maritime Prepositioning Force (MPF) Utility Boats meant to deliver personnel and material to prepositioned amphibious troops. The craft is capable of speeds of 25 knots when loaded with about 30 troops and cargo, and 40 knots light boat. The MPF Utility Boat will be used for training by the Navy in Baltimore in conjunction with its team in Little Creek, Va. 🌐

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LEGISLATION

MIZOD Legislation Gets Approval

A bill-signing ceremony in May celebrated the passage of key Baltimore City legislation that protects thousands of acres of precious deepwater industrial property from development through 2024.

Mayor Sheila Dixon signed the Maritime Industrial Zoning Overlay District (MIZOD) legislation at the Baltimore Museum of Industry before state and local officials, union representatives and members of the Baltimore Industrial Group, a collection of owners and operators that rely on Baltimore's working waterfront to carry out business.

"Extending MIZOD to 2024 helps to protect good-paying, blue-collar, maritime jobs and helps to sustain the viability of the Port of Baltimore," said Maryland Transportation Secretary John D. Porcari. "I thank Mayor Dixon, City Council President (Stephanie) Rawlings-Blake and the City Council for all their efforts in making this happen."

The MIZOD bill was approved in March after Port of Baltimore advocates staged a rally and presented testimony in its support. MIZOD legislation was set to expire in 2014



COURTESY OF MPA

Rallying outside City Hall in support of the MIZOD bill were, from left, Don Carroll, Consulate of Finland; former U.S. Rep. Helen Delich Bentley; and Baltimore Industrial Group Chairman John Redding of The Belt's Corporation.

and could have opened the property to the development of condominiums, shopping centers, stores and restaurants.

"This is a great day for industry, labor and everyone who earns a living on Baltimore's industrial harbor and at the Port of Baltimore," said Baltimore Industrial Group Chairman John Redding. "Protecting deepwater industrial property means protecting future jobs that are vital to Baltimore City's economy." 🌐

EDUCATION

State Transportation Offices Take Steps To TEACH

The Maryland Department of Transportation is a partner in the Transportation Education and Computer High-Technology (TEACH) program that began in April. This transportation technology-based, after-school and summer program focuses on educating fourth- and fifth-grade students from schools in the Curtis Bay, Brooklyn and Cherry Hill neighborhoods of Baltimore.

A \$200,000 grant from the Federal Highway Administration Garrett A. Morgan Technology and Transportation Futures Program is funding the local initiative, which operates under a partnership between Baltimore City Public Schools, the Gospel Lighting International, Inc., and state transportation offices.

"I am pleased that the Maryland Department of Transportation is a partner in this worthwhile initiative," said Transportation Secretary John D. Porcari. "Baltimore City students ... will have an excellent opportunity

to learn the transportation field and the important role technology plays in this growing industry."

In the program's first quarter, students learn the sciences and technologies related to automobile transportation, such as civil, structural and mechanical engineering, physics and environmental sciences. Students also learn about Maryland's rich heritage at the forefront of building roads, highways, bridges and tunnels.

Other partners in the TEACH program include the Governor's Workforce Investment Board, the Morgan State University National Transportation Center and the Regional Manufacturing Institute.

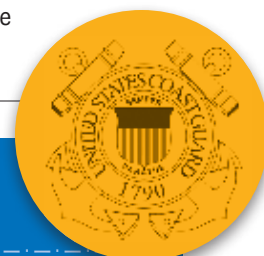
The Rev. Wilbert McKinley, TEACH's creator and program director, began his transportation technology career in the Curtis Bay-Brooklyn area and formerly worked at the Maryland Shipbuilding and Drydock Company. In 2001, he was co-designer of the Alliance Transmission/GM Powertrain plant in White Marsh, Md. 🌐

EVENTS

Coast Guard's Industry Day Provides Updates

U.S. Coast Guard Sector Baltimore hosted "Industry Day" in March, complete with presentations regarding the latest information about such topics as heavy weather planning, hazardous materials transportation and Transportation Worker Identification Credentials (TWIC).

Focus groups covered notice of arrivals, vessel general permits and investigations. 🌐



CARGO TRACKING

Annapolis Company Does Demo at ProMat

A continuous cargo tracking solution for commercial shippers was demonstrated by a company headquartered in Maryland's state capital during January's material handling industry trade show ProMat 2009.

As demoed in Chicago, the ARINC Asset Assure system continuously monitors cargo locations and environmental conditions during land or sea transport. The system can also be programmed to transmit alerts for factors such as route deviations, intrusions, vibration, temperature variations and impact. The data record can help establish responsibility for insurance purposes.

ARINC Incorporated, headquartered in Annapolis with primary regional offices in London and Singapore, provides communications, engineering and integration solutions for commercial, defense and government customers worldwide. 🌐

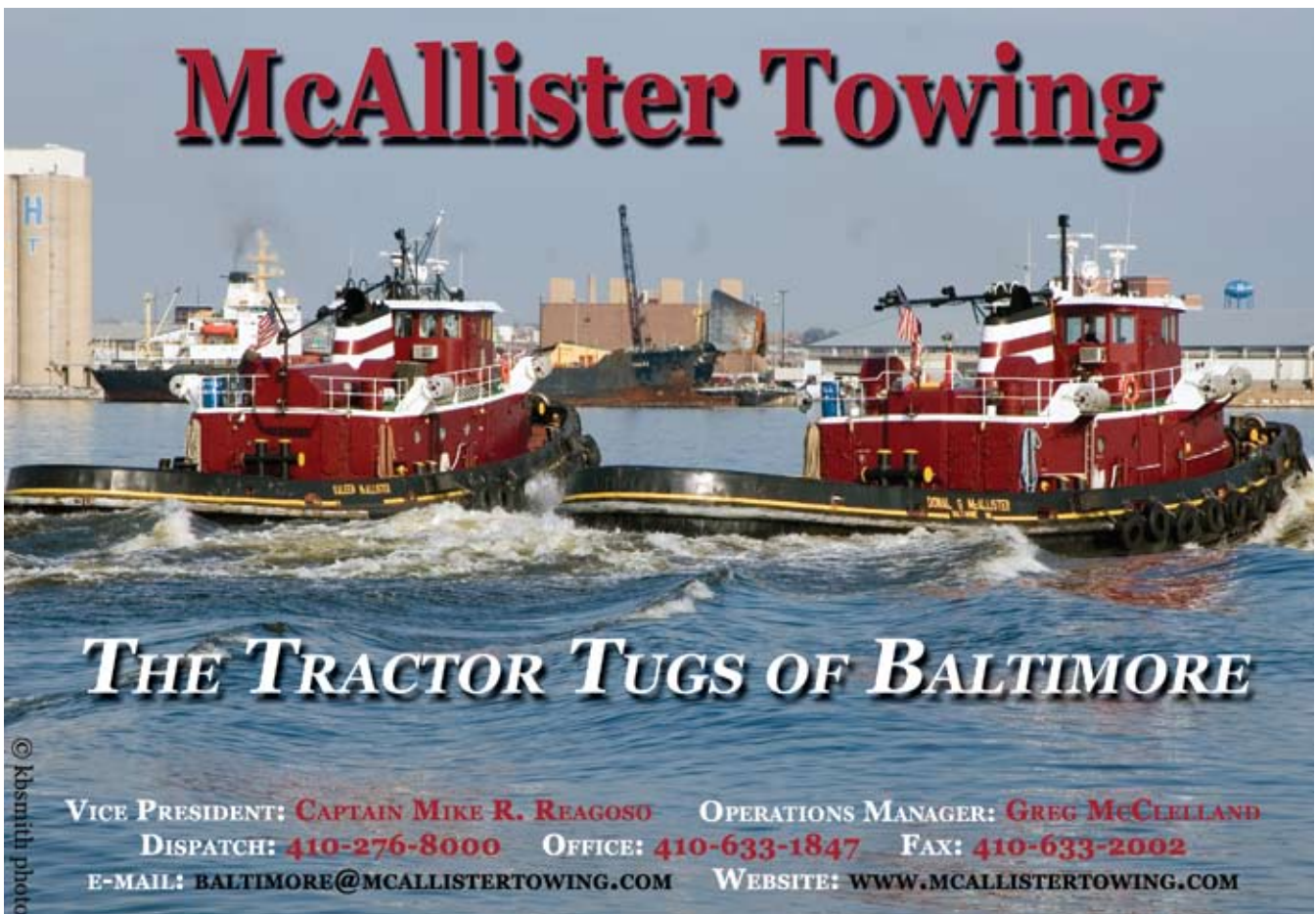
BUSINESS

Bentley World-Packaging Acquires Baltimore Export Packer

Bentley World-Packaging, Ltd. announced in January the acquisition of World Points Services, an export packer in the greater Baltimore market. "The acquisition and merger provides World Points with several opportunities to grow its footprint and breadth of services," reported Tom Bentley III, Bentley CEO.

Bentley World-Packaging, founded in 1942 in Milwaukee, Wis., operates from 15 locations in five states. "A number of Bentley clients in the Midwest have expressed interest in packaging at the Port of Baltimore," Bentley said.

Bentley World-Packaging provides export packaging services and military fulfillment to all specifications and compliance to all wood standards. Other services include ocean container loading, mobile packaging services, warehousing and distribution. The company has received a Presidential "E Award" for support of United States exports and earned an award for "Outstanding Service in Operation Desert Shield/Storm" given by the United States Army Troop Support Command. 🌐



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OUTREACH

Schoolyard Greening Grows Roots

Little more than a year ago, the schoolyard at Windsor Hills Elementary/Middle School wasn't exactly kid-friendly. School officials recall it as an abandoned back lot with cracked asphalt.

What a difference a year makes. On a sunny April day during "Earth Week," students and faculty gathered on that same lot to break ground for a new school garden. The schoolyard's transformation — from deteriorating blacktop to 15,000 square feet of garden space — is the result of a joint effort between Windsor Hills and the Maryland Port Administration (MPA).

The MPA's Schoolyard Greening Program partners with schools and community organizations to create environmentally friendly green spaces where students can play and learn. Since 2006, the MPA has worked

alongside six Baltimore City schools to remove, dispose and replace nearly seven acres of pavement with trees, grass and gardens.

"The Schoolyard Greening Program provides the MPA with opportunities to perform offsite mitigation for stormwater management as required by the Maryland Department of the Environment and mitigation requirements of the Critical Area Commission," said Michael W. Bozman, P.E., MPA's Manager of Permits & Special Projects. "Since most of our disturbances are in the Baltimore City portion of the Port, it is preferred

to have the mitigation in the same political jurisdiction. Also, it is a 'good neighbor policy' to help Baltimore City."

At Windsor Hills, an American Dogwood tree that students planted during the April ceremony will serve as the centerpiece of the garden, which Principal Carmen L. Holmes said is the result of hard work by the school, the MPA and community leaders.

"They say it takes a village to raise a child, but I say it takes a village to create a garden," Holmes told her students during the groundbreaking. "This garden is a great opportunity for you to grow and learn." 🌍



PHOTOGRAPHY BY TYISHA MANIGO

TERMINAL

Private Partner Sought To Operate Seagirt



BILL MCALLEN

The Maryland Port Administration (MPA) has issued a request of qualifications from parties interested in leasing and operating the Port of Baltimore's Seagirt Marine Terminal. A private partner will be expected to make a long-term investment in Seagirt's future, facilitating the creation of a new 50-foot berth, investing in cranes and other infrastructure, and increasing waterborne container volumes.

"As ships get larger, it is critical that the Port of Baltimore have a 50-foot berth by 2014 when the completed expansion of the Panama Canal will bring more cargo and larger vessels from Asia to the U.S. East Coast," said MPA Executive Director James J. White. "We feel strongly that, at this time, having a private partner contribute significant capital investment is the best option for us to go forward."

The private partner would be awarded the portfolio of business currently under contract to the MPA/Maryland International Terminals, and in turn would provide a revenue stream to the MPA. After reviewing qualifications of interested parties, the MPA will develop a short list of potential bidders and expects to make a final recommendation to the Maryland Port Commission and Board of Public Works by the end of 2009. 🌍

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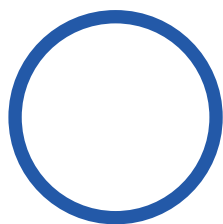
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NE THEME SET THE TONE FOR A LATE-APRIL CEREMONY CELEBRATING THE
START OF YEAR-ROUND CRUISING AT THE PORT OF BALTIMORE. ONE WORD
PROVIDED THE THREAD THAT TIED TOGETHER A BUSY DAY OF ACTIVITIES.
ONE SYLLABLE SUMMED UP THE FEELING OF GOVERNMENT OFFICIALS AND
CARNIVAL CRUISE LINES REPRESENTATIVES. *Pride.*

BY BLAISE WILLIG





ING



COURTESY OF CARNIVAL

BILL MCALLEN



COURTESY OF CARNIVAL

the
“FUN
SHIP”

Carnival Makes
Year-round Commitment
to Baltimore

During an April 27 VIP reception onboard a Carnival vessel at the Port's "Cruise Maryland" Terminal, pride was evident in every speech, every presentation, every tour of the ship's sparkling interior. It was even painted on the vessel's bow — *Carnival Pride*.

And if that weren't enough, the *Carnival Pride* was escorted into the Port that morning by Baltimore's own tall ship goodwill ambassador, the historic *Pride of Baltimore II*.

"This is the biggest day in the 40-plus-year history of cruising in Baltimore," said Maryland State Transportation Secretary John D. Porcari.

Speaking to a distinguished crowd that included Maryland Port Administration (MPA) Executive Director James J. White and former U.S. Rep. Helen Delich Bentley, the Transportation Secretary noted that the Port of Baltimore's cruise schedule,

which grew from 27 dates in 2008 to 79 in 2009, should help generate 1,550 jobs within the state and provide an annual economic impact of \$152 million, more than twice last year's total of nearly \$63 million.

As U.S. Rep. Elijah E. Cummings noted during the VIP reception, "Those jobs were

per year from Baltimore. Carnival also sails from 18 other North American departure points — the most in the industry.

"Baltimore is an excellent addition to our North American homeport offerings," said Carnival President and CEO Gerry Cahill. "It is in close proximity

"Now, tens of millions of people that live within a short drive of Baltimore can cruise anytime of the year they wish."



going to go somewhere — those cruises were going to take off from somewhere — I'm so glad they've come to Baltimore!"

The 2,124-passenger *Carnival Pride*, nicknamed the "Fun Ship," is expected to carry 115,000 passengers on 50 voyages

to millions of consumers who now have the opportunity to embark on a 'Fun Ship' cruise right from their own back yards."

The *Carnival Pride* — with her 14,500-square-foot health club, quaint wedding chapel, 150 slot machines, four swimming



BILL MCALLEN



BILL MCALLEN

Far left: On hand for Carnival's first stop at the Port were, from left, U.S. Sen. Benjamin L. Cardin, Carnival VP of Global Sales Joni Rein, U.S. Rep. Elijah E. Cummings, Transportation Secretary John D. Porcari, Carnival Pride Capt. Alessandro Galotto and MPA Executive Director James J. White. Left: Capt. Jan Miles of the Pride of Baltimore II presents a gift to Capt. Galotto.

cruise data

Baltimore is within a six-hour drive for most East Coast consumers and is the closest East Coast drive-to port for the Midwest. The Port's South Locust Point cruise terminal is located right off Interstate 95, the main street of the U.S. East Coast, at exit 55, Key Highway.

The Cruise Maryland schedule and terminal information is available at www.cruisemaryland.com.

Four cruise lines sail from the Cruise Maryland terminal:

CARNIVAL CRUISE LINES..... www.carnival.com
CELEBRITY CRUISES..... www.celebritycruises.com
NORWEGIAN CRUISE LINE (NCL)..... www.ncl.com
ROYAL CARIBBEAN INTERNATIONAL (RCCL) www.royalcaribbean.com





JEFFREY SAUIERS

pools and numerous dining options — is available for a series of six-, seven- and eight-day cruises from Baltimore through August 29. Then a year-round, seven-day schedule starts September 6, with cruises departing every Sunday.

"The State of Maryland welcomes the *Carnival Pride* and the beginning of year-round cruising to the Port of Baltimore," said Maryland Gov. Martin O'Malley, who made a brief appearance at the Cruise Maryland terminal shortly before the VIP reception. "Now, tens of millions of people that live within a short drive of Baltimore can cruise anytime of the year they wish."

While wooing the cruise line, the Governor had placed a personal call to Carnival's CEO, convincing Cahill that Baltimore was the place to be. During the

After the Carnival Pride settled into what will become her usual spot at the Cruise Maryland terminal, a VIP reception showed off all of the glitz and comfort that guests enjoy during a relaxing cruise.

late-April ceremony, U.S. Sen. Benjamin L. Cardin told Carnival officials, "We know you've made the right decision by coming to Baltimore."

Carnival Pride Capt. Alessandro Galotto, who accepted a ceremonial ship's wheel given by the MPA in honor of the vessel's maiden voyage to the city, said that he's happy to help provide jobs in and around the Port — and that he intends to "do it with fun!"

Cruise Director Kirk Benning added, "I've been told that these (Baltimore-based passengers) are the best crowds that sail out of the Eastern seaboard. We expect to have a lot of fun!"

Earlier on the morning of the VIP reception, the 157-foot-long *Pride of Baltimore II*, which is a reproduction of an 1812-era top-sail schooner (also known as a "Baltimore Clipper"), escorted the 960-foot-long *Carnival Pride* under the Francis Scott Key Bridge and into the Port.

"It's always exciting to be in close quarters with a large vessel under a bridge!" joked *Pride of Baltimore II* Capt. Jamie Trost. But Trost added that bringing the two *Pride* vessels together was a symbol of welcome to the city and a show of "kinship and camaraderie." 🌐



BILL MCALLEN

Royal Caribbean Provides Endless *Enchantment*



Royal Caribbean International announced in March that, in addition to beginning year-round service out of Baltimore in 2010, the cruise line would be assigning a larger ship to the Port.

The *Enchantment of the Seas* will replace the *Grandeur of the Seas*, which has been home-ported in Baltimore since 2004. The larger vessel can accommodate 300 additional guests (2,252 vs. 1,950) and is 7,500 tons heavier (81,500 vs. 74,000).

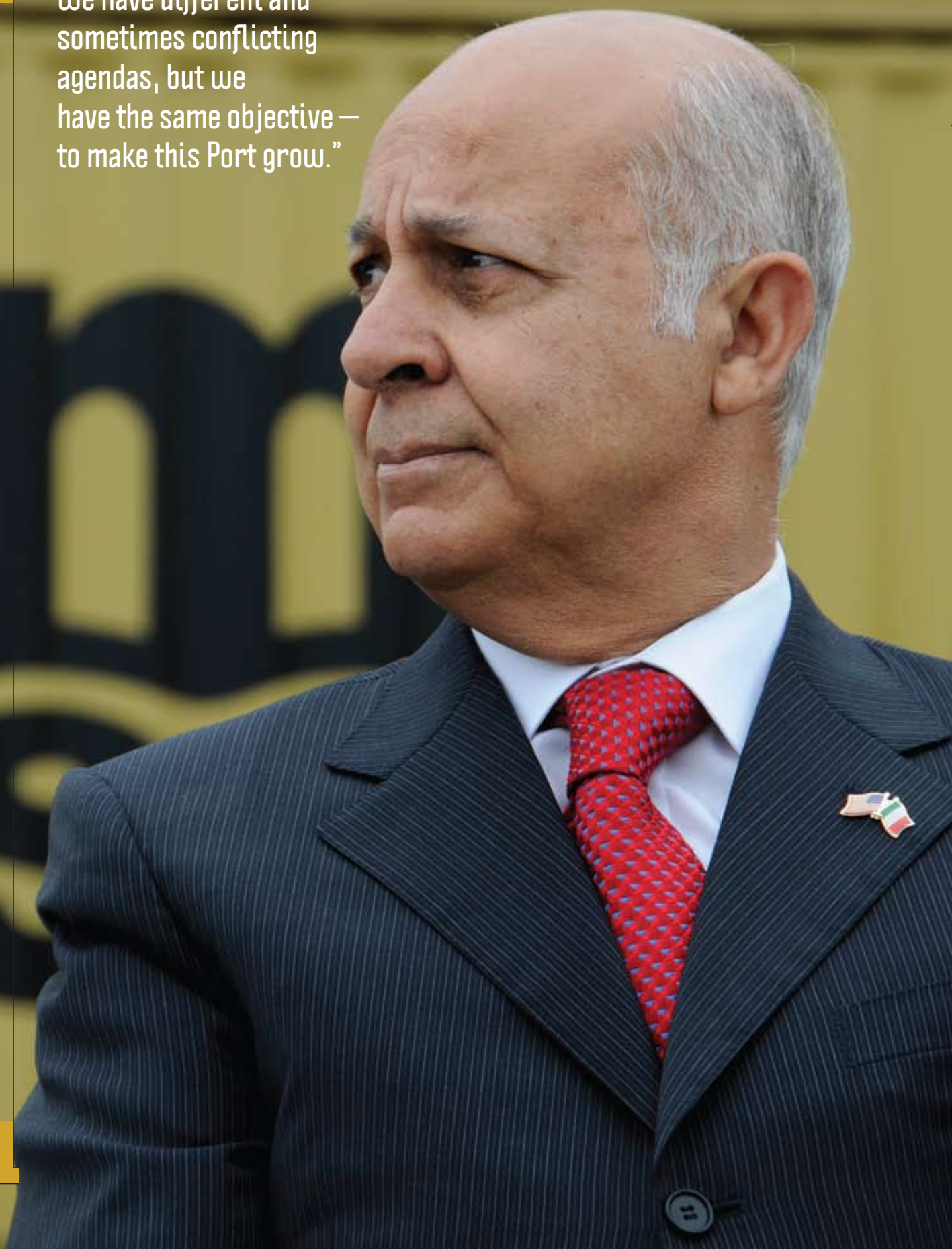
"We've been extremely pleased with the success of our programs in Baltimore over the past five years and the wonderful partnership we've experienced with both the Port of Baltimore and the local travel agent community," said Diana J. Block, Royal Caribbean's Vice President of Revenue Management and Deployment. "We look forward to continued success in this important community."

Royal Caribbean's 2010 sailing schedule was due to run from June to November 2010, but dates have now been added through April 2011. The cruise line also announced that Celebrity Cruises, a subsidiary of Royal Caribbean, will start its 2010 Baltimore sailing schedule a month earlier and run from October 2010 to February 2011.

"Royal Caribbean's decisions ... further reflect how the international cruise industry feels about Maryland as a growing cruise market with lots of potential," said Gov. Martin O'Malley. "Once again, Maryland has proven its colors." 🌐



“We have different and sometimes conflicting agendas, but we have the same objective — to make this Port grow.”



MSC & Port Get The Job Done

Container Shipping Giant and State Officials Sign On For Six More Years

Amid talk of ships and containers and powering through tough economic times, the Port of Baltimore took a huge step toward preserving jobs deeper into the next decade. With the flash of five gold pens, Mediterranean Shipping Company (MSC) extended its current contract with the Port for six more years.

The five pen-wielding participants in an April 30 contract-signing ceremony were Gov. Martin O'Malley; Transportation Secretary John D. Porcari; Maryland Port Administration (MPA) Executive Director James J. White; MSC's CEO and Chairman of the Board, Capt. Nicola Arena; and MSC's Vice President, Capt. Lorenzo Di Casagrande.

The new agreement, which runs until Dec. 31, 2014, requires that the Geneva-based container shipping giant bring a minimum of 100,000



Mediterranean Shipping Company CEO and Chairman of the Board Nicola Arena, at left, spoke of his pride in the Port of Baltimore during an April 30 contract-signing ceremony that included a gathering of longshoremen; speeches by Gov. Martin O'Malley, Transportation Secretary John D. Porcari and other officials; and the presentation of a ship's model to Gov. O'Malley by Chairman Arena and Capt. Lorenzo Di Casagrande, MSC Vice President.

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containers annually to the Port; last year the company moved 136,000 containers through Baltimore. MSC also maintains 628 direct jobs.

The contract was signed at the Seagirt Marine Terminal, inside an impromptu amphitheater made from artfully stacked MSC containers.

"We are so very happy to secure MSC, our top container customer, for another six years," White said. "It's wonderful that the Governor was here. He encourages these contracts long-term to keep jobs here long-term."

Gov. O'Malley opened his remarks by saying, "I especially want to thank the Mediterranean Shipping Company, ... particularly Capt. Di Casagrande, who has always been a great supporter of this Port and understands very passionately just how important our Port is to the cause of retaining and creating more jobs."

The Port employs about 16,500 workers, the Governor noted, and "we're here today to sign an important agreement which helps us to maintain 628 of those 16,500 jobs, and with them \$25 million in wages and salaries for Maryland families, and \$14 million in tax revenues. While the ship of our economy — to extend the metaphor — is not going to turn around overnight, this agreement and the progress we make in this Port are important parts of our efforts to power through this recession and do so more quickly than other states."

Chairman Arena recalled that his was the first container shipping company to call on Seagirt when the marine terminal opened in 1990. "I'm really here with a certain emotion," he told the crowd, not only because he and Capt. Di Casagrande were schoolmates who stayed great friends throughout the years, but because of his long association with Seagirt.

"I remember when we had the first ship coming to Seagirt and I asked Lorenzo, 'Do me a favor and find me a couple of brand-new containers,'" he said with a laugh, "and we were a very poor company. He had to struggle to find two semi-old containers."

Chairman Arena is proud of the role today's bigger and stronger MSC plays in maintaining jobs. "Worldwide, we have not laid off one single person — on the contrary,

our company is growing," Chairman Arena said. In Baltimore, he noted, important relationships always allow his company and the Port to reach an understanding. "We have different and sometimes conflicting agendas, but we have the same objective — to make this Port grow."

Chairman Arena added after the ceremony that it's the Port's productivity that continues to impress him. "We have many good ports in the United States, but it's

"We're here today to sign an important agreement which helps us to maintain 628 of those 16,500 jobs, and with them \$25 million in wages and salaries for Maryland families."

the human aspect, the relationship we have enjoyed since day one — people seem to care about and are very proud of this Port, and from day one they have tried to accommodate us," he said. "We are appreciative of that and, if possible, we'd like to grow together."

During the contract signing, longshoremen, colorfully attired in their fluorescent safety vests, lined up behind the dignitaries. Horace T. Alston, Vice President of International Longshoremen's Association, noted that jobs extend beyond the Port's boundaries to shippers, truckers and railroaders. "When they're making money, they spend money in the community," he said. "So it's an opportunity for employment. I'm so thankful."

Capt. Eric Nielsen, President of the Association of Maryland Pilots, said of the contract, "I think it stabilizes our future, knowing our biggest container carrier will continue with the Port of Baltimore. That stability is vital to our livelihood." 🌐



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KATHY BERGEN SMITH

BY KATHY BERGREN SMITH

Masonville Makes Good

Environmental Education Center Opens Its Doors

“What a way to celebrate Earth Day!” announced Del. Brian McHale to a jubilant crowd assembled April 22 at the opening ceremony for the Masonville Cove Environmental Education Center in southeast Baltimore. Led by Lt. Gov. Anthony G. Brown, Transportation Deputy Secretary Beverley K. Swaim-Staley, community leaders, port officials and school children snipped a long green ribbon signifying the beginning of a new era for the cove on the Patapsco River.

“The rebirth of this waterfront reflects a true partnership between government at all levels, business and local communities,” said Lt. Gov. Brown. “It’s all about sustainability.”

The environmental center is built on what was once an industrial wasteland, a site that saw shipbuilding and ship-breaking and had been abandoned for more than a decade. More than 61,000 tons of trash and debris were removed in a massive cleanup effort by the Maryland Port Administration. The site, which ultimately will include hiker/biker trails, a pier and a wetland habitat, is part of a multi-year plan to rebuild the wetlands with material dredged from the Baltimore harbor.

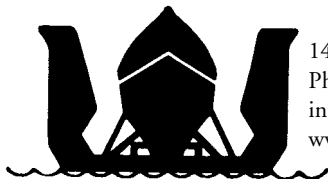


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"This project meets the needs of the Port of Baltimore to maintain its channels and the needs of the community for access to the waterfront. It is a model for the nation," said McHale, a Democrat representing Maryland District 46.

Michael Sakowski, a member of the Citizen's Advisory Committee of the Brooklyn-Curtis Bay Coalition, noted, "In the neighborhoods near here, people have been cut off from the waterfront for 40 years." The Brooklyn-Curtis Bay Coalition worked closely with government in the creation of the center, Sakowski added.

The Masonville Cove Environmental Education Center is designed to provide local schoolchildren with environmental education at its most "up close and personal," explained Spencer Carroll, an instructor with the Living Classrooms Foundation. The Foundation and the National Aquarium in Baltimore are supplying

A ribbon-cutting ceremony on Earth Day at the Masonville Cove Environmental Education Center included a speech by Lt. Gov. Anthony G. Brown and the participation of students from the Masonville Cove Academy and Westport Academy. Students helped plant trees and wetland grasses on the property.



instruction and equipment to the center.

At the opening-day celebration, students from the Masonville Cove Academy and Westport Academy planted trees and wetland grasses. The center also began hosting family-oriented weekend programs, such as rain-barrel making, in which participants create an environmentally friendly rain-barrel to take home.

The facility is a "near zero net energy" building employing state-of-the-art environmental technologies ranging from energy-efficient light bulbs to an advanced ground source heat pump that uses the earth's heat to warm the building. Overall, the center is designed to be 74% more energy efficient than a conventional building of the same size.

"Instead of being a place to avoid, Masonville Cove is now a place to learn about and enjoy the environment," said Brown. 🌐



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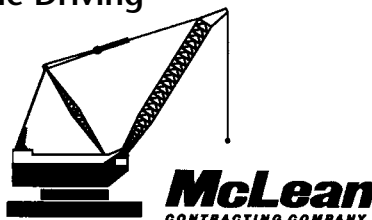
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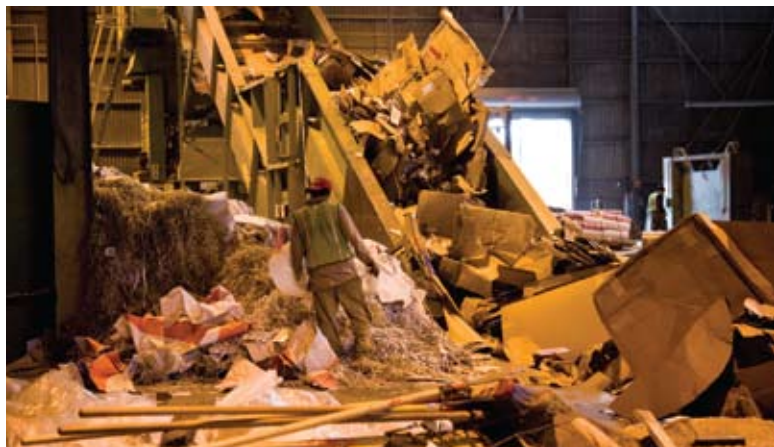


With CHRC, No TRASH-Talking

*Mounds of "trash"
become stacks
of recycled paper
at CHRC's Quad
Avenue location.*

A steady stream of trucks rolls in and out of Canusa Hershman Recycling Company's processing plant in Baltimore. Drivers operate in precision as they unload the latest delivery of scrap paper. In one section of the 80,000-square-foot facility, a massive sort line separates the various materials being dropped off. In another section awaits the finished product: stacks upon stacks of recycled paper, piled several feet high and ready for shipment.

"When you put your recycling out at home, do you have any idea of what happens to it after the



truck comes to pick it up?" asked CHRC President Jonathan Sloan during a recent tour of the Quad Avenue location. "Well, here you go."

CHRC has been in the business of cleaning up everyone else's mess for years. The company officially formed in June 2002 after Canusa Corp. (which had been in business for 30 years) and Hershman Recycling (founded in 1887) joined forces.

Today, CHRC handles secondary fiber, plastics, paper, pulp, metal and other materials. With offices and partner companies in California, Connecticut, New York, Vermont and Virginia, among other locations, CHRC manages three

Recyclers Increase **Global Greening** with Growth of Exports from Port

BY TYISHA MANIGO

Photography By Kathy Bergren Smith



www.chrecycling.com



million pounds of plastic and 100,000 tons of fiber each month.

CHRC has five processing plants throughout the country, including a plant that recently opened in Manassas, Va. In all, the Baltimore plant recycles 7,000 tons of paper products a month. Baltimore is also home to the company's co-headquarters, a Leadership in Energy and Environmental Design (LEED) "green" building located in Fells Point.

Sloan said that 95 percent of what comes through the Baltimore facility is paper from local residents and companies looking to get rid of everything from circulation fliers

and shredded office documents to newspapers and catalogues. The recovered materials eventually get sent to paper mills and other companies to be turned into new cardboard boxes, paper towels, printing paper, toilet paper and so on.

He added that CHRC operates in trade, export and processing, but the export arena affects almost everything else. "Our export business touches all those other (areas)," said Sloan. "We get material from our plants and we get material from our third-party trading sources, and I would suspect that 70 percent of what comes out of this (Baltimore)



CHRC's Fells Point office.



Taking the LEED in Fells Point

Canusa Hershman Recycling Company's commitment to the environment runs deep. Last April, CHRC moved into its new Baltimore corporate office — a stunning, three-story, Leadership in Energy and Environmental Design (LEED)-certified brick building in the heart of Fells Point.

The move marked the culmination of a project that began in 2002, when Canusa purchased the historic George Wells House, an 18th-century facility that had sat vacant for years at the corner of Bond and Thames streets.

"The building was literally falling down," recalled Mike Walter Jr., CHRC's Risk Manager (*pictured above left*).

CHRC partnered with Struever Bros. Eccles & Rouse, which had to not only restore the 5,600-square-foot Wells House while maintaining its historic integrity, but also convert the structure into functioning office space. In addition, LEED Green Building Rating System standards stipulate that at least 20 percent of the building's construction incorporate post-consumer recycled resources.

For CHRC, that meant using recycled materials in everything from the flooring and ceiling to the tiles and countertops. Energy Star appliances, spray foam insulation and huge, storefront windows are just some of things to help promote energy, lighting and heating efficiency. Much of the building's décor features elements from nature, as well as artwork and a chair made completely out of cardboard.

The company regularly donates a percentage of its pre-tax dollars to charities dedicated to the environment, education and children, including the Chesapeake Bay Foundation, Children's Guild and The Nature Conservancy.

"It's part of our business and part of our business belief to promote the environment," Walter said. "It's very important to conserve the environment and we just want to do our part." 🌍

plant goes to export because we're so close to the Port of Baltimore and it's convenient."

The close proximity to the Port is important because 50 percent of the materials CHRC receives is shipped overseas.

"We have a significant amount (of business) that goes to Asia, we have material going to South America, we have material going to Europe — it's a global marketplace," Sloan said.

CHRC's relationship with the Port has grown over the last several years as a result of the 2002 merger

us to expand our plant operations, whether it's where we are now (in Baltimore) or Springfield, Va., or the new Manassa, Va., facility," he said. "Having access to a port is key to capital investment and growing as a company or processor."

Rick Schiappacasse, Director of Latin America/Caribbean & Forest Products for the Maryland Port Administration, has watched the steady growth of CHRC business.

"They are one of the top shippers in the Port of Baltimore, and we try to do what we can to facilitate any work

The close proximity to the Port is important because 50 percent of the materials CHRC receives is shipped overseas.

and partnering with Newport CH International, which ranks as the fourth-largest exporter of scrap paper, according to recent figures.

"As our plants grew and as our exports business grew, we went from doing virtually nothing out of the Port of Baltimore to averaging 300 containers a month," said Sean Smith, CHRC Logistics Manager.

Smith believes the Port has helped in his company's growth over the years. "Having the Port of Baltimore here has definitely allowed

(they do)," he explained. "As CHRC's volumes have grown at the Port, we've tried to respond with whatever additional services they need."

Schiappacasse added that the Port is thrilled to work with "green" companies like CHRC and REI, an eco-friendly outdoor gear store.

"The Port has taken up initiatives for the last few years to try to be environmentally friendly, so (CHRC) is a pretty nice match for us because of their list of 'green' and environmental goods," he said. 🌍



FIESTA

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Ford's "GLOBAL SMALL CAR" Comes Through Baltimore



THE FIRST OF FORD MOTOR COMPANY'S NEW GENERATION OF GLOBAL SMALL CARS APPEARED ON U.S. SHORES IN LATE MARCH, AS 100 EUROPEAN-BUILT FORD FIESTAS ARRIVED AT THE PORT OF BALTIMORE AND AN OXNARD, CALIF., SEAPORT.

The new cars were quickly dispatched on six-month loan to 100 drivers chosen from more than 3,300 applicants as part of the "Fiesta Movement." Those picked to drive the European Fiesta began sharing their experiences online through social media sites such as Facebook, Flickr and YouTube to build buzz and anticipation for the vehicle's North American launch early next year.

"Ford Motor Company recognizes the Port of Baltimore as a key import/export location because of the outstanding support from their operational team, led by (Maryland Port Administration Executive Director) Jim White, and the first-class service providers such as Wallenius Wilhelmsen and AMPORTS," said Denny Carpenter, Ford's Manager, Vehicle Logistics. "We truly enjoy the relationship we have today and are committed to increasing our import/export shipments of high-quality Ford Motor Company products through the Port of Baltimore."

The new Fiesta is "a legitimate global success story," said Jim Farley, Ford Group Vice President of Marketing and Communications. "The Fiesta Movement is all about introduc-

ing a new kind of small car to a new generation of buyers."

The car went on sale in Europe last year and quickly became the second-best selling vehicle of any make across Ford's 19 major European markets. The Fiesta also had a positive introduction in Asia earlier this year.

According to MPA Deputy Director of Marketing Tom Howe, "The Ford Fiesta is an extremely sharp-looking car, and one of many new and exciting products coming our way from Ford Motor Company."

granted by the U.S. Environmental Protection Agency, and the European-spec vehicles were modified for American drivers.

"We're really excited to be able to get our U.S. customers behind the wheel and experience this car," said Sam De La Garza, Ford's small car marketing manager. "It's all part of a plan to build excitement about the new Fiesta with the next generation of Ford customers."

Ford Motor Company, a global automotive industry leader based in Dearborn, Mich., is aiming the

"Ford Motor Company recognizes the Port of Baltimore as a key import/export location."

"The Port of Baltimore and Ford have worked together on many projects over the years," Howe added. "It's this long-term relationship, built on trust, service and the quality handling of their vehicles, that allows us both to be at the very forefront of our respective businesses."

The 100 five-door Fiestas that came to the United States were built at Ford's Cologne Assembly Plant in Europe. Before being shipped, special permission was

Fiesta Movement at Millennials, the next-generation consumer group born between 1979 and 1985 that will total 70 million new drivers in 2010 — the largest class of any generation.

In 2010, the Fiesta will be produced at plants in Germany, Spain, Mexico, Thailand and China for sale in markets around the world. The Fiesta for the North American market will be built at Ford's assembly plant in Cuautitlan, Mexico. 

BY BLAISE WILLIG

Photography By Bill McAllen

www.fiestamovement.com



With rows of Fiesta automobiles lined up at the Port of Baltimore, Sam De La Garza, Ford's small car marketing manager, talks about the first wave of the "Fiesta Movement" to hit the United States.



STEVE MIERNICKI

A Close Inspection of 25 Years with ICS

Talk with Stephen D. Miernicki for just a few minutes and it becomes apparent — this guy loves his job.

The president of International Cargo Surveyors Inc. is celebrating the 25th anniversary of the company he started after four years at sea and three as a marine manager for a freight lines company.

"We jumped in feet first," he said of those early days. "We had no revenues, no customers — we were young, we didn't think about things like that. But I had the contacts throughout the industry."

Today the Baltimore-based vessel and air freight inspection and reporting agency also has offices in Norfolk and New Jersey and "we do everything in between," Miernicki said. The five-person company employs a surveyor in each port.

Marine surveyors can be compared to insurance adjusters, he noted, "but that sounds very boring."

Indeed, it's the unpredictable nature of the job that keeps him enthralled.

It's a complicated business with a complex language, and insurance companies defer to cargo surveyors because of their specialized knowledge. Although they do not need to be licensed, cargo surveyors need on-board experience to talk the talk. Miernicki, who graduated with a bachelor's degree in marine transportation from the SUNY Maritime College and earned an MBA from the University of Baltimore, said it was his four years at sea on Military Sealift Command ships that gave him the experience to tie together the needs of stevedores and ship captains.

During the recent surveying of a telescopic arm mobile crane, Miernicki boarded the ship, introduced himself and then checked out the crane and how it was secured, creating a photographic record to accompany his written report.

BY NANCY MENEFEE JACKSON | Photography By Kathy Bergren Smith

It's a surveyor's job to ensure that buyers get what they pay for. Shippers get paid by presenting a bill of lading against their letter of credit, and they can disappear with the money while the cargo is still at sea.

Recently, Miernicki was asked to work on a case involving Starbucks, which unhappily discovered it had paid for three containers of sand instead of coffee beans.

In cases of fraud — including one where containers supposedly contained Italian leather sofas but turned out to have bags of Italian cement — Miernicki works with police detectives during the investigation and testifies as an expert witness.

Sometimes, Mother Nature is the culprit.

Miernicki showed a photo album with containers bent into curved works of modern sculpture by the force of gigantic waves.

During "The Perfect Storm," made famous by the book and movie, 20 containers of pure arsenic, along with general cargo such as pipes and machinery, broke loose just as the ship carrying them cleared the Ambrose Light ship channel en route to Baltimore from New York.

"It was a real mess," said Miernicki, who is hazmat certified. "They had drums hanging over the side of the ship with white powder flowing out." The remediation and the hazmat cleanup took nearly a year. Divers in the relatively shallow waters of the Delaware Bay later were able to recover some containers.

His least favorite part of the job is when he's asked to inspect household goods that are being shipped overseas, perhaps for a military family.

"I really don't like those inspections because it's so sentimental and personal," he explained. "It's the woman's plate her grandmother gave her." The father of three has had to deal with families who lost their entire belongings when a container went overboard. He recalled one woman crying and asking repeatedly when someone would go get the container, not grasping that it was at the bottom of the Atlantic Ocean.

Since containers that go to Africa are rarely returned, shipping companies want to use older containers not worth as much. Therefore, Miernicki finds that

another task of his is to evaluate whether the container is cargo-worthy enough to get the job done before it ends up as a building in Africa.


Not only does the profession depend on seafaring expertise, it also depends on a surveyor's reputation.

Miernicki, who also specializes in small crafts and yachts and can provide stem-to-stern safety inspections, said, "Having worked with the Coast Guard all these years, they know my word is good."

Doug Wolfe, port manager for Ceres Marine Terminals, praised Miernicki for being "always accessible and dependable. I can call him any time day or night and he can get to the job."

Wolfe appreciates the professional, unbiased quality of the surveys Miernicki does.

"When he does a survey, the explanation is straightforward," he said.

In fact, Wolfe added, even when an insurance company provides its own surveys, he asks if they can use Miernicki instead "because we trust his work." 

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On hand to welcome the WWL Tijuca are, from left, Mel Bafford and Larry Johnson of the MPA, Capt. Adam Puscion, MPA's Cynthia Burman and WWL's Elisa Fusco.

Vehicles Arrive on *Tijuca*

Tijuca, a large car/truck carrier in the Wallenius Wilhelmsen Logistics fleet, recently arrived at the Port of Baltimore's Dundalk Marine Terminal while flying the flag of Norway. The vessel measures 221.42 meters long by 32.26 meters wide and has a cargo capacity of 7,500 cars.

WWL ships made 223 calls on the Port of Baltimore in 2008.

Agent: Wallenius Wilhelmsen Logistics

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Toreador Makes Way to Dundalk

Flying the flag of Norway and sailing the North Atlantic for Wallenius Wilhelmsen Logistics, the large car/truck carrier *Toreador* recently made her first visit to the Port of Baltimore's Dundalk Marine Terminal. Measuring 199.99 meters long by 32.26 meters wide, the vessel has a cruise speed of 21 knots and a 6,354 car capacity.

Agent: Wallenius Wilhelmsen Logistics

Stevedore: MTC

Towing: McAllister Towing of Baltimore, Inc.

Marking the arrival of the WWL Toreador at Dundalk Marine Terminal are, from left, Tom Howe of the MPA, Capt. Jayanz Bhat and Michael Derby of Wallenius Wilhelmsen Logistics.



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Celebrating the maiden voyage of the WWL Tomar to the Port of Baltimore are, from left, WWL's Michael Derby, Capt. Kisan Karnad and MPA's Cynthia Burman.

Tomar Moves RO/RO Cargo

Tomar, a large car/truck carrier that is part of the Wallenius Wilhelmsen Logistics fleet, recently arrived at the Port of Baltimore's Dundalk Marine Terminal to load and unload roll-on/roll-off cargo. Measuring 199.99 meters long by 32.26 meters wide, the vessel has a 6,354 car capacity. *Tomar* was built by Mitsubishi Heavy Industries and flies the flag of Norway.

Agent: Wallenius Wilhelmsen Logistics

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Cargo tonnage has been moving across the Port of Baltimore's public piers in increased numbers for six years running. The Port remains No. 1 in imported forest products on the East Coast, tops in auto exports and the country's leading roll-on/roll-off (RO/RO) cargo port.

The Port certainly stays busy — and has a diverse group of shipping lines and agents to thank for keeping the cargo coming and going.

These listings were submitted for inclusion in the Port of Baltimore Directory and compiled with the valuable assistance of the Maryland Port Administration and Baltimore Maritime Exchange.

The Baltimore Maritime Exchange (www.balmx.org) is a non-profit, membership-supported vessel traffic information service.

Efforts have been made to ensure that this information is as accurate, up-to-date and complete as possible. The Maryland Port Administration, Media Two and Baltimore Maritime Exchange assume no responsibility for errors, inaccuracies or omissions.



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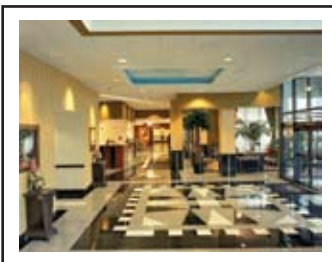
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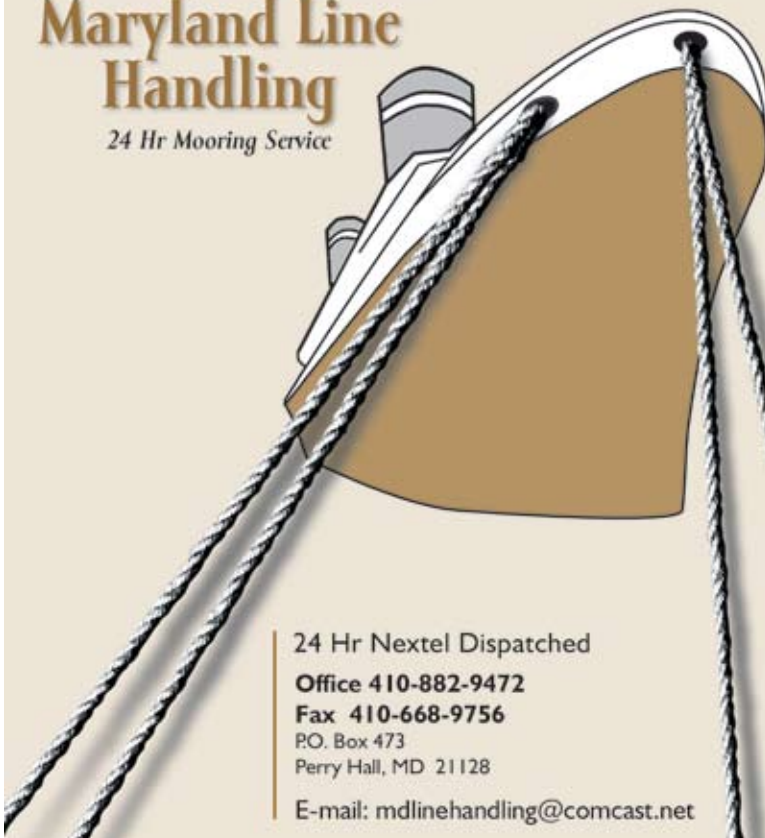
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BY KATHY BERGREN SMITH

Morris Schapiro came to America from Latvia, in steerage, a lonely 16-year-old. He made his way to Baltimore two years later as the city was still smoldering from the Great Fire of 1904. He had 75 cents in his pocket when he disembarked from the *SS Pennsylvania*. Schapiro quickly teamed up with two relatives from Latvia and started Boston Iron and Metals, dealing scrap from a warehouse in Fells Point. Twenty years after his arrival, Schapiro bought the *SS Pennsylvania* and scrapped her. Boston Metals, as the company became known, grew to be one of the largest recyclers on the waterfront, and when he died in 1969, Schapiro was a philanthropist, owner of Laurel Racetrack and a collector of Old Masters paintings.

The long road from the cramped steerage quarters to the heights of Baltimore society was one traveled by many Jewish immigrants. Author Gilbert Sandler tells the stories of Schapiro and many others who persevered and realized their dreams in

his book *Jewish Baltimore: A Family Album*, published by the Johns Hopkins Press in 2000. Sandler says that in the early 20th century, Baltimore's newly emigrated Jews often found themselves barred from getting "decent" jobs due to prejudice. Collecting odd bits of scrap and reselling metals began what would become a lucrative industrial operation.

Shown here in 1962 is Boston Metals' waterfront yard in Curtis Bay, where the CSX coal pier is today. The company purchased hundreds of Navy and commercial ships and dismantled them. Just as Schapiro scrapped the ship that brought him to Baltimore, Boston Metals also scrapped many Victory and Liberty ships that were built in Baltimore for World War II.

Why the name Boston Metals? Sandler tells us that when Schapiro first left Ellis Island in 1902, he bought a train ticket to Boston and it was there that he lived those first two years, a teenager alone in a new world.

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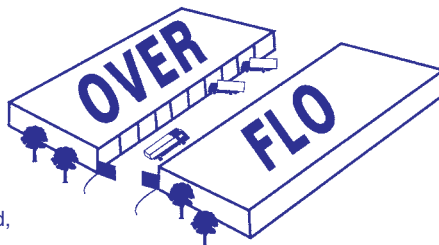
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